

Message Text

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PAGE 01 ALGIER 03104 111554Z
ACTION NEA-10

INFO OCT-01 EUR-12 ISO-00 EB-08 /031 W
-----014503 111556Z /50

P R 111525Z DEC 77
FM AMEMBASSY ALGIERS
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 7644
AMEMBASSY PARIS

UNCLAS ALGIERS 3104

USDOC ALSO PASS CAGNE/CLEMENT

E. O. 11652: N/A
TAGS: BPRO, BEXP, AG
SUBJ: BUSINESS INQUIRY: DATA 100

1. AS DIRECT RESULT RECENT EDP SEMINAR, ALGERIAN COMMISSARIAT
NATIONAL A L'INFORMATIQUE (CNI) HAS REQUESTED EMBASSY URGENTLY
INTERVENE ON ITS BEHALF WITH US FIRM, DATA 100.

2. ALGERIAN NATIONAL GAS AND ELECTRIC COMPANY, SONELGAZ, RECENTLY
ISSUED TENDER FOR EDP EQUIPMENT AND SERVICES WORTH APPROX DOLLARS
ONE MILLION. SONELGAZ AND CNI (CNI HAS OVERALL RESPONSIBILITY
FOR ALL EDP ACQUISITIONS IN ALGERIA) DECIDED THAT BEST OFFER
WAS THAT OF DATA 100 FRANCE AND WERE ABOUT TO AWARD CONTRACT WHEN
FOLLOWING TELEGRAM WAS RECEIVED BY SONELGAZ FROM DATA 100 FRANCE
(EMBASSY TRANSLATION):

"I REGRET TO INFORM YOU THAT DATA 100 HAS DECIDED TO NOT CONTINUE
NEGOTIATIONS WHICH HAVE BEEN CARRIED OUT BY MR. AMOUROUX (DATA 100
REPRESENTATIVE FOR NORTH AFRICA) CONCERNING THE SONELGAZ TENDER.

"IN FACT, NEW DIRECTIVES FROM OUR AMERICAN HEAD OFFICE REQUIRE US
NOT TO UNDERTAKE DIRECT SALES IN ALGERIA WITHOUT THE INTERMEDIA-

TION OF A LOCAL DISTRIBUTOR.

"COMPLIMENTARY CLOSE
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"E. J. JELEN II, PRESIDENT DIRECTOR GENERAL (D 100 FRANCE)"

3. AS USDOC AWARE, EMBASSY (AND, WE BELIEVE, USDOC) FOR MONTHS HAS
BEEN ADVISING US FIRMS THAT AGENTS AND OTHER INTERMEDIARIES ARE
FROWNED UPON IN ALGERIA AND SOMETIMES ABSOLUTELY PROHIBITED. THIS
ESPECIALLY TRUE IN EDP FIELD. IN ALGERIA'S SOCIALIST ECONOMY,
PRIVATE AGENTS WHO STILL EXIST ARE LITTLE MORE THAN FIVE

PERCENTERS AND GRAFT PEDDLERS WHO IN LONG RUN DO MORE HARM THAN GOOD.

4. WHILE RELATIVELY SMALL, THIS ORDER IS ONLY FOR FIRST PHASE; SUBSEQUENT PHASES WILL INVOLVE ADDITIONAL BUSINESS, NECESSARILY FROM FIRST PHASE SUPPLIER. INCIDENTALLY, CNI SAYS THAT WHILE THEY DEALING THROUGH EUROPEAN AFFILIATE, BULK OF ORDER IS US ORIGIN EQUIPMENT.

5. ACTION REQUESTED: EMBASSY WOULD APPRECIATE USDOC'S TELEPHONING DATA 100'S US OFFICE IN EFFORT CLARIFY SITUATION. (WE DO NOT HAVE D 100 US ADDRESS; ADDRESS IN FRANCE IS LA BOURSIDIERE RN 186, TEL 630-21-44.) WE REALIZE REAL REASON FOR D 100'S BACKING OUT MAY HAVE NOTHING TO DO WITH STATED REASON. CNI ALSO REALIZES THIS AND SAYS IF THERE SOME PROBLEMS PECULIAR TO FRENCH AFFILIATE THEY GLADLY WOULD GO TO SPANISH OR ITALIAN AFFILIATE (IF SUCH EXIST) IF SO INSTRUCTED BY D 100 US.

6. RESPONSE NEEDED BY COB TUESDAY, DECEMBER 13. CNI AND SONELGAZ WILL MEET WEDNESDAY MORNING TO DECIDE WHETHER ABANDON D100 AND TURN TO EUROPEAN COMPETITORS. HAYNES

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 11-Dec-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
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Document Source: CORE
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Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770461-0374
Format: TEL
From: ALGIERS
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19771268/aaaacgar.tel
Line Count: 83
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 21c6c206-c288-dd11-92da-001cc4696bcc
Office: ACTION NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 24-Jan-2005 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 278340
Secure: OPEN
Status: NATIVE
Subject: BUSINESS INQUIRY: DATA 100
TAGS: BPRO, BEXP, AG
To: COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/21c6c206-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009